



December 3, 2006

Greetings to all NAIFA- Spokane Members,

As we wind down this year, we have much to be thankful for. From an investors point of view, with the S&P 500 up +10.5% (total return) over the **last 4 months** (August-November), they have witnessed one of the strongest 4-month stretches in a while.

NAIFA-Spokane is throwing a special "Legislator Appreciation" party, exclusively for our membership. Our First Annual "Old Fashioned \$1.99 Pancakes, Scrambled Eggs & Ham Breakfast Feed" will commence on Thursday, December the 14th from 9:00 am to 11:00 am at the Longhorn Barbecue. Come out and join us for some fun . . . They are located at 2315 North Argonne Road, Spokane Valley, WA 99212. You will have an opportunity to munch and mingle with some of the finest in Spokane.

We have invited our legislators to be our special guests. Each legislator will have an opportunity to share their visions and ambitions as they enter into a new term. You won't want to miss out on this exciting time of food, fellowship and fun!

February 7th, 2007 will be Our Annual "Day on the Hill". NAIFA is known across the insurance industry for their strength in legislative issues. Please mark your calendars to join us at our State Capital for an exciting day. We will strategize with our WA State Lobbyist Melvin N. Sorensen, J.D., a principal of Carney Badley Spellman, WAHU, AHIA and several other professional associations as well as WA State Officials including our Insurance Commissioner, Mike Kreidler. We will be visiting with our legislators to share our thoughts and concerns about pending bills and legislation that may affect our ability to conduct our business and protect the interests of our clients.

We have several other events that may be of interest to you. We invite you to visit our website at www.naifa-spokane.com for more information.

I encourage you to call our office for further details. Please be safe and enjoy your holidays.

Merry Christmas to All & A Very Happy New Year!

Allyn W. Edwards, CSA
President, NAIFA-Spokane